

## Message Text

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ACTION EB-07

INFO OCT-01 ARA-06 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

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FM AMEMBASSY MEXICO

TO SECSTATE WASHDC 3476

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E. O. 11652: N/A

TAGS: EAIR, MX

SUBJECT: US-GOM CIVAIR NEGOTIATIONS

REF: MEXICO CITY 2789

1. FOLLOWING IS SUMMARY OF CIVAIR NEGOTIATIONS THROUGH FRIDAY, MARCH 5, WHEN MEXDEL ASKED FOR RECESS UNTIL NOON MARCH 8. CONCLUSION OF TALKS MARCH 8 REPORTED SEPTTEL.

2. AT MEETING MARCH 3, MEXDEL PRESENTED AN OVERALL ROUTE EXCHANGE PACKAGE. MEXICAN ROUTES INCLUDED MAJOR NEW ACCESS TO SFO, RIGHTS BEYOND CHICAGO TO EUROPE, NEW LAS VEGAS ROUTE, AND ADDITION OF RESORT POINTS TO VIRTUALLY ALL MEXICAN ROUTES. FOR U.S., PROPOSAL INCLUDED BOTH SO-CALLED BEYOND ROUTES, BUT WITH BEYONDS ON ROUTE C TO BE OPERATED ONLY VIA CAPULCO. ALTHOUGH A U.S. ROUTE BETWEEN SFO AND SOME MEXICAN WEST COAST POINTS WAS INCLUDED, NO CHANGE IN ROUTE E WAS SUGGESTED. PROPOSAL ADDED RESORT POINTS TO VIRTUALLY ALL U.S. ROUTES ALONG LINES U.S. DOCUMENT 1 OF DECEMBER 3, 1975.

3. USDEL TOOK POSITION THAT PROPOSAL REPRESENTED PROGRESS AND THAT, IF BALANCE COULD BE ACHIEVED BY ADDING TO U.S. SIDE, AGREEMENT WAS IN SIGHT. HOWEVER, WHEN WE TABLED A COUNTERPROPOSAL WHICH LEFT MEXICAN SIDE ESSENTIALLY UNTOUCHED BUT ADDED WEST COAST POINTS

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ON U.S. ROUTE E, MEXICO CITY ON ROUTE M, ETC., MEXDEL

REJECTED U.S. PROPOSAL.

4. USDEL THEN PROPOSED (FIRST ALTERNATIVE) DEALING ONLY WITH QUESTION OF ADDITION GUADALAJARA TO U.S. ROUTE E. MEXDEL ASKED, IN RETURN, FOR EXTENSIVE ACCESS TO SFO. WE REPLIED THAT LATTER REQUIRED U.S. TO OBTAIN SFO-MEXICO CITY ROUTE (BY AMENDING ROUTE H). WE PROPOSED (SECOND ALTERNATIVE) THAT GUADALAJARA BE ADDED U.S. ROUTE E AND SFO TO U.S. ROUTE H. IN RETURN, WE OFFERED FOR MEXICO TWO NEW ROUTES (MEXICO CITY, GUADALAJARA-SFO AND MEXICO CITY-SAN JOSE) AS WELL AS ADDITION MEXICO CITY TO MEXICO ROUTE O. MEXDEL SAID THIS WAS NOT ADEQUATE PAYMENT.

5. USDEL THEN REINTRODUCED THIRD ALTERNATIVE OF SO-CALLED BEYOND ROUTE ISSUES. WE PROPOSED ADDITION SFO TO ROUTE H WITH FOOTNOTE PROVIDING THAT BEYONDS BE OPERATED FROM SFO/OR HOUSTON, BUT NOT BOTH; AND ADDITION OF RIGHTS BEYOND ACAPULCO ON REORGANIZED ROUTE C. IN RETURN, MEXICO WOULD OBTAIN ADDITION OF RIGHTS BEYOND CHICAGO TO EUROPE ON MEXICAN ROUTE B, AND ADDITION MEXICO CITY ON ROUTE O. BOTH SIDES WOULD OBTAIN RECIPROCAL CANCUN-NEW YORK ROUTES, AND OTHER ROUTES TO CANCUN COULD BE CONSIDERED ON BOTH SIDES. IN PRESENTING PROPOSAL, WE EMPHASIZED THAT, BECAUSE OF SEVERE RESTRICTIONS ON TWO U.S. BEYOND ROUTES, U.S. WAS OBTAINING VERY LITTLE NEW VALUE AND THAT OUR OFFER ON NEW MEXICAN RIGHTS REFLECTED THIS.

6. MEXDEL SAID THAT U.S. OFFER ON THIRD ALTERNATIVE WAS NOT ADEQUATE. AT THIS POINT LATE EVENING MARCH 5, USDEL SAID IT WOULD LEAVE SECOND AND THIRD ALTERNATIVES ON TABLE FOR FURTHER CONSIDERATION, BUT THAT U.S. COULD NOT UNDER ANY CIRCUMSTANCES GRANT MEXICO ACCESS TO SFO GIVEN THE LIMITED OFFER MEXDEL HAD MADE ON TWO U. S. BEYOND ROUTES. RE INCLUSION RESORT POINTS ON BOTH SIDES (WHICH MEXDEL CONTINUED PRESS), USDEL SAID THAT IT WAS PREPARED CONSIDER SOME ADDITIONS BUT WOULD NEED RECESS TO WORK OUT QUESTION OF REORGANIZATION U.S. ROUTES IN WASHINGTON. LASTLY, IF MEXDEL COULD NOT LIMITED OFFICIAL USE

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ACCEPT EITHER SECOND OR THIRD U.S. ALTERNATIVE PROPOSALS, USDEL PROPOSED THREE-YEAR EXTENSION OF EXISTING AGREEMENT.

7. MEXDEL REQUESTED RECESS UNTIL NOON MARCH 8 TO CONSIDER U.S. PROPOSAL FOR THREE-YEAR EXTENSION. USDEL AGREED TO RECESS, WHICH WE ASSUME IS FOR PURPOSE REVIEWING ENTIRE SITUATION INTERNALLY,

NOT JUST EXTENSION OF AGREEMENT.

8. COMMENT: IT IS APPARENT THAT MEXICAN AIRLINES  
DO NOT WANT ROUTE CHANGES AND THAT MEXDEL CHAIRMAN IS  
PRESENTING ROUTE REQUESTS WHICH HE KNOWS U.S.  
CANNOT ACCEPT. HOWEVER, HE IS ALSO UNDER PRESSURE  
FROM TOURISM INTERESTS TO REACH AGREEMENT AND, TO  
SATISFY THEM, HE INCLUDES RESORT POINTS ON NEW AND  
EXISTING ROUTES ON BOTH SIDES. USDEL HAS STRESSED,  
HOWEVER, THAT U.S. AIRLINES CANNOT SERVE NEW RESORT  
POINTS UNLESS VIABLE MEXICAN POINTS ARE ALSO ADDED  
TO U.S. ROUTES(E.G. LAX-GUADALAJARA).  
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